

Message Text

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ACTION NEA-12

INFO OCT-01 ISO-00 EB-11 AF-10 CIAE-00 DODE-00 PM-07 H-03

INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03

SS-20 USIA-15 SAM-01 SAB-01 INT-08 TRSE-00 OMB-01

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FM AMEMBASSY KUWAIT

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 8883

AMEMBASSY BEIRUT POUCH

UNCLAS KUWAIT 0753

BEIRUT FOR LEFEAVER

EO 11652: NA

TAGS: BGEN, BFOL: KU

SUBJ: BUSINESSMAN'S CONCERN RE TRADING WITH ARABS

1. EMBASSY HAS BECOME AWARE OF RECENT EXCHANGE OF CORRESPONDENCE BETWEEN LEONARD BERKE, VP CINCINNATI SUB-ZERO PRODUCTS COMPANY AND LEFEAVER REGARDING SUB-ZERO DOING BUSINESS WITH KUWAITI BUSINESSMAN ABD AL-MUTALEB AL-RIFAI. IN HIS LETTER BERKE CITED HIS CONCERN ABOUT DOING BUSINESS WITH ARABS WHILE ARAB OIL EMBARGO IN EFFECT. IQE REQUESTED GUIDANCE FROM LEFEAVER BEFORE SMISsing RIFAI'S REQUEST OUT OF HAND. LEFEAVER PROVIDED GENERAL INFO AND SUGGESTED BERKE CONTACT KUWAIT COMMERCIAL OFFICER FOR FURTHER INFO.

2. OUR READING OF BERKE LETTER INDICATES US BUSINESSMAN WANTED ESSENTIALLY POLITICAL GUIDANCE IN LIGHT STRAINS OIL EMBARGO CAUSING ON US-ARAB RELATIONS. BELIEVE IT IMPORTANT TO INFORM BERKE ASAP THAT DESPITE SUCH STRAINS IT FIRM USG POLICY TO ENCOURAGE NORMAL COMMERCIAL RELATIONS BETWEEN US AND ARAB, PARTICULARLY KUWAITI AND OTHER GULF/PENINSULA, BUSINESSMEN.

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SUGGEST COMMERCE CITE CURRENT VIGOROUS TRADE MISSION PROGRAM

AND RECENT TESTIMONY BEFORE CONGRESS BY SENIOR STATE AND COMMERCE OFFICIALS AS EVIDENCE THIS POLICY.

3. COMMERCE MAY ALSO WISH ADD THAT EMBASSY KUWAIT ADVISES RIFAI MEMBER OF LEADING AND HIGHLY REPUTABLE KUWAITI BUSINESS FAMILY WHICH REPRESENTS LEADING AMERICAN COMPANIES HERE (ALLIS CHALMERS, PROCON) AND WHICH IN PAST HAS BEEN VERY HELPFUL TO US TRADE PROMOTION EFFORTS OVER LAST YEAR. RIFAI FAMILY ENTERTAINED US TRADE MISSIONS HERE AND IN DUBAI.

4. ACTION REQUESTED: COMMERCE REQUESTED TELEPHONE BERKE (513-751-8810) AND PASS ON POINTS PARAS 2 AND 3 IN INTEREST EXPANSION US-KUWAITI TRADE. WE WOULD BE INTERESTED IN HIS RESPONSE.
STOLTZFUS

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